

FIG. 3

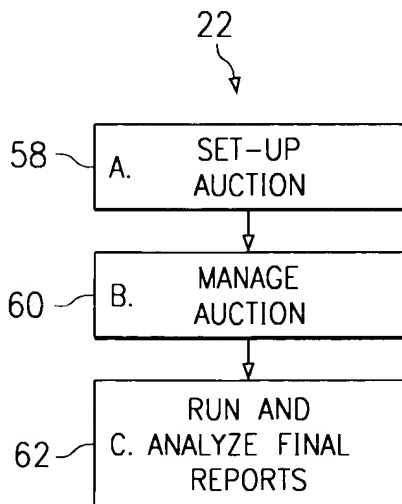


FIG. 4

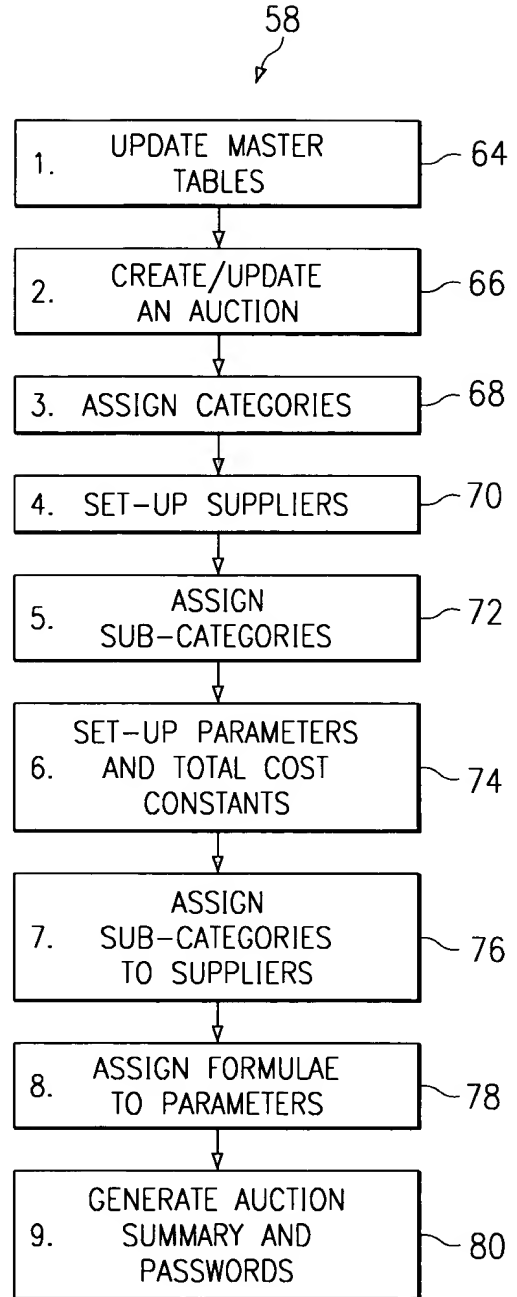


FIG. 5

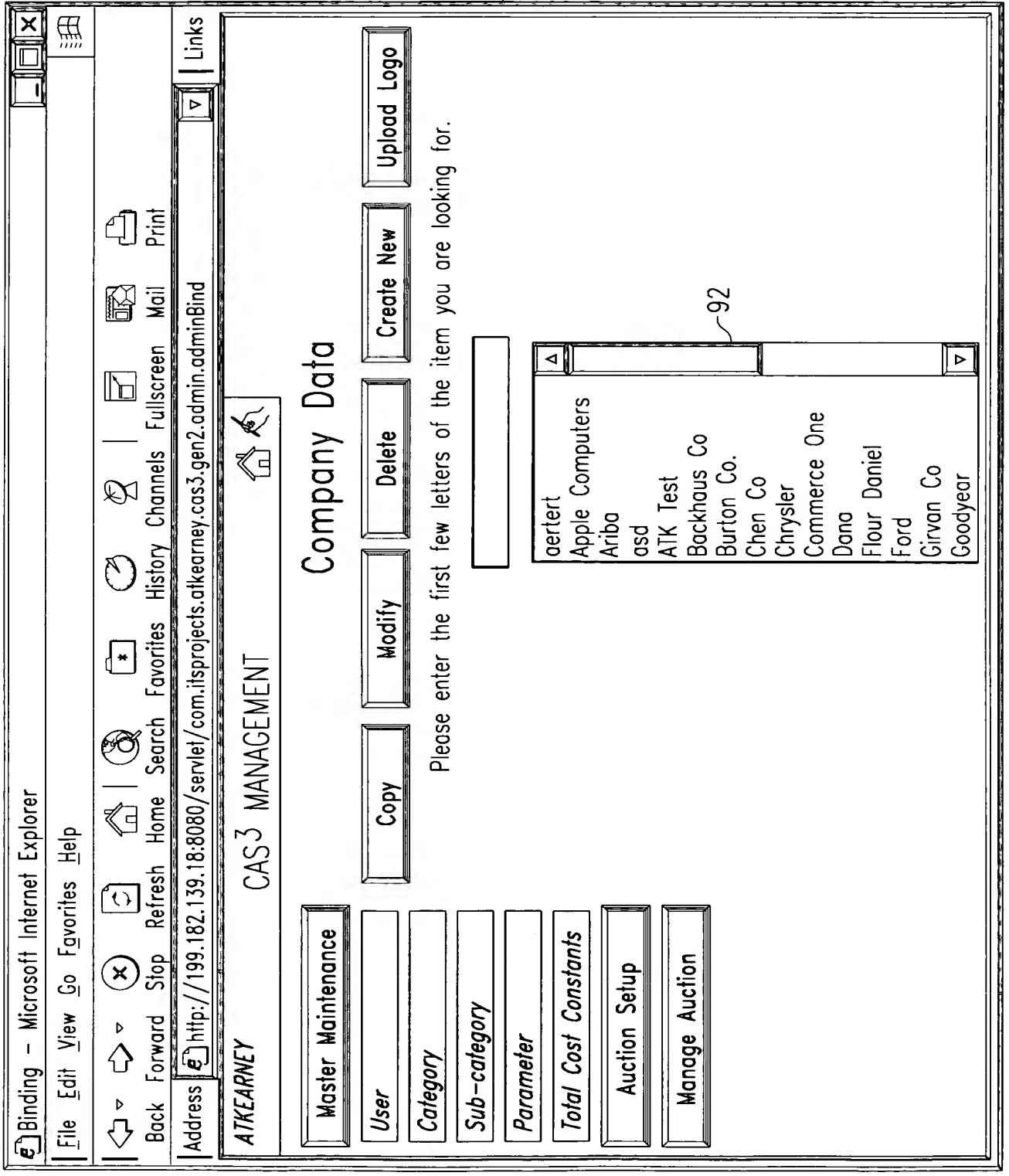


FIG. 6

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Company Name*

Contact Name*

Is Admin

Admin Password

Street Address 1*

Street Address 2

Zip*

Phone*

Contact Cell Number

Time Zone

User Defined 1

User Defined 3

Minority Owned

Login Name*

Email*

Confirm Password

City*

State

Country*

Fax*

Duns Number

Language*

User Defined 2

Women Owned

Create New

*indicates mandatory fields

94

FIG. 7

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance User Category Sub-category Parameter Total Cost Constants Auction Setup Manage Auction

Category Master

Name*

Description

Create New

*indicates mandatory fields

96

FIG. 8

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Subcategory Master

Name*

Description

Select Categories

160/40 RV
200/20
I-Purchasing Content
I-Purchasing License Fees
I-Purchasing SI

Selected Categories

>>
<<

Create New

*indicates mandatory fields

98

FIG. 9

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Parameter Master

Name*

Unit

Create New

*indicates mandatory fields

100

FIG. 10

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Constants Master (for Total Cost)

Name*

Unit

Select Parameters

[-Purch Lic Annual

Interest Rate

Price

SI fixed bid

Test Parameter

>>

<<

Selected Parameters

Create New

*indicates mandatory fields

102

FIG. 11

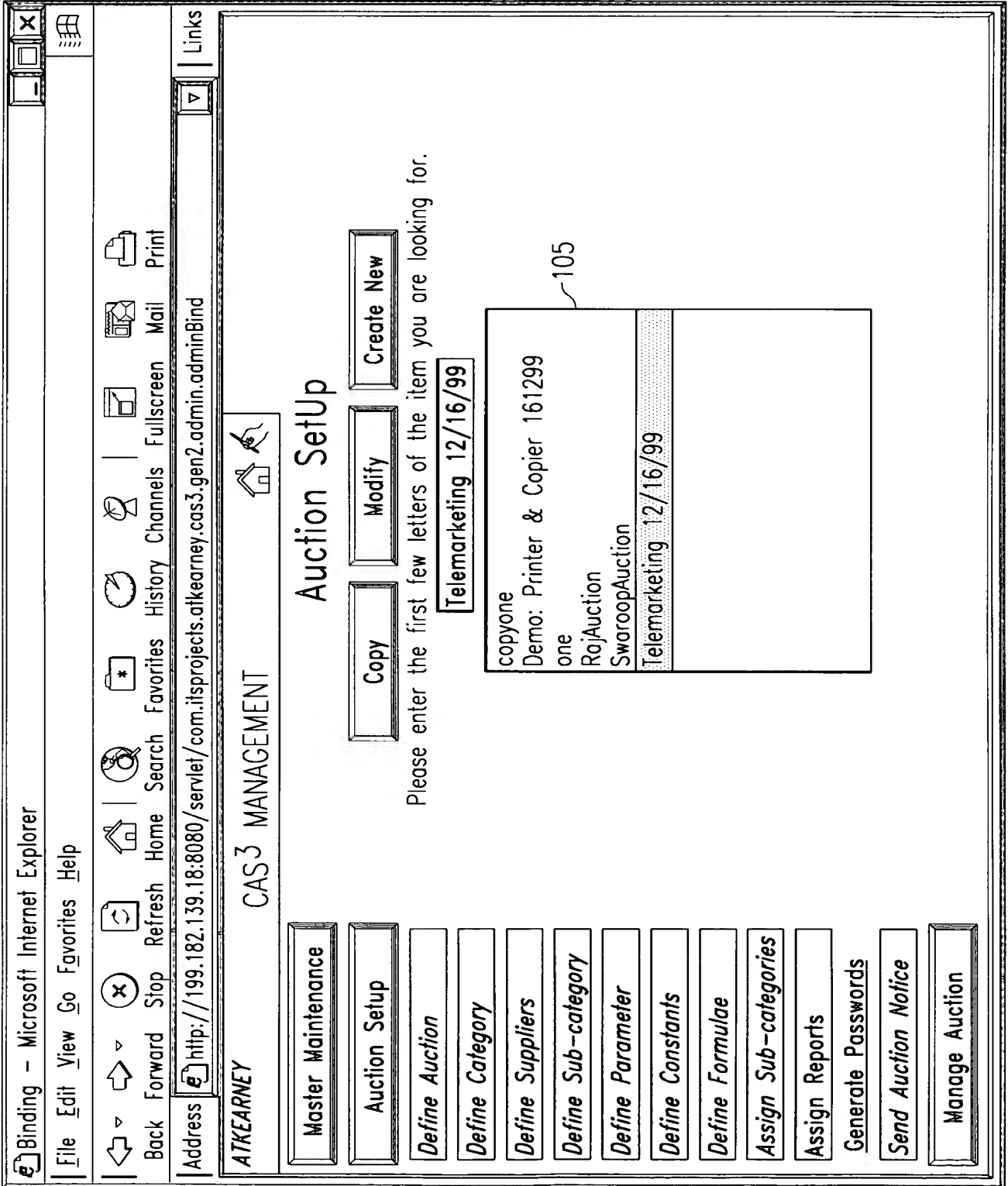


FIG. 12A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.it.projects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auction Name

Auction Setup Auction Description

Define Auction Buyer certert or Create new buyer

Define Category RFP# Toll Free Number

Define Suppliers Auctioneer email Re-enter Auctioneer email

Define Sub-category Currency Auction URL http://

Define Parameter Time Zone (GMT) Greenwich Mean Time

Define Constants Start Date/Time 12/16/1999 09:00

Define Formulae End Date/Time 12/16/1999 17:00

Assign Sub-categories Auction Strategy configuration:

Assign Reports Definition of new bid (in minutes) 10

Generate Passwords Duration of Extension (in minutes) 5

Send Auction Notice Maximum number of extensions 12

Maximum % difference from previous bid 25.0

Minimum % difference from previous bid 1.0

Supplier idle time (for messages) in minutes 30

Manage Auction

106

FIG. 12B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auctioneer email Re-enter Auctioneer email

Auction Setup Currency Auction URL

Define Auction Auction Strategy configuration: (GMT) Greenwich Mean Time

Define Category Start Date/Time 12/16/1999 09:00

Define Suppliers End Date/Time 12/16/1999 17:00

Define Sub-category Definition of new bid (in minutes) 10

Define Parameter Duration of Extension (in minutes) 5

Define Constants Maximum number of extensions 12

Define Formulae Maximum % difference from previous bid 25.0

Assign Sub-categories Minimum % difference from previous bid 1.0

Assign Reports Supplier idle time (for messages) in minutes 30

Generate Passwords Price % difference from best to trigger message 1.0

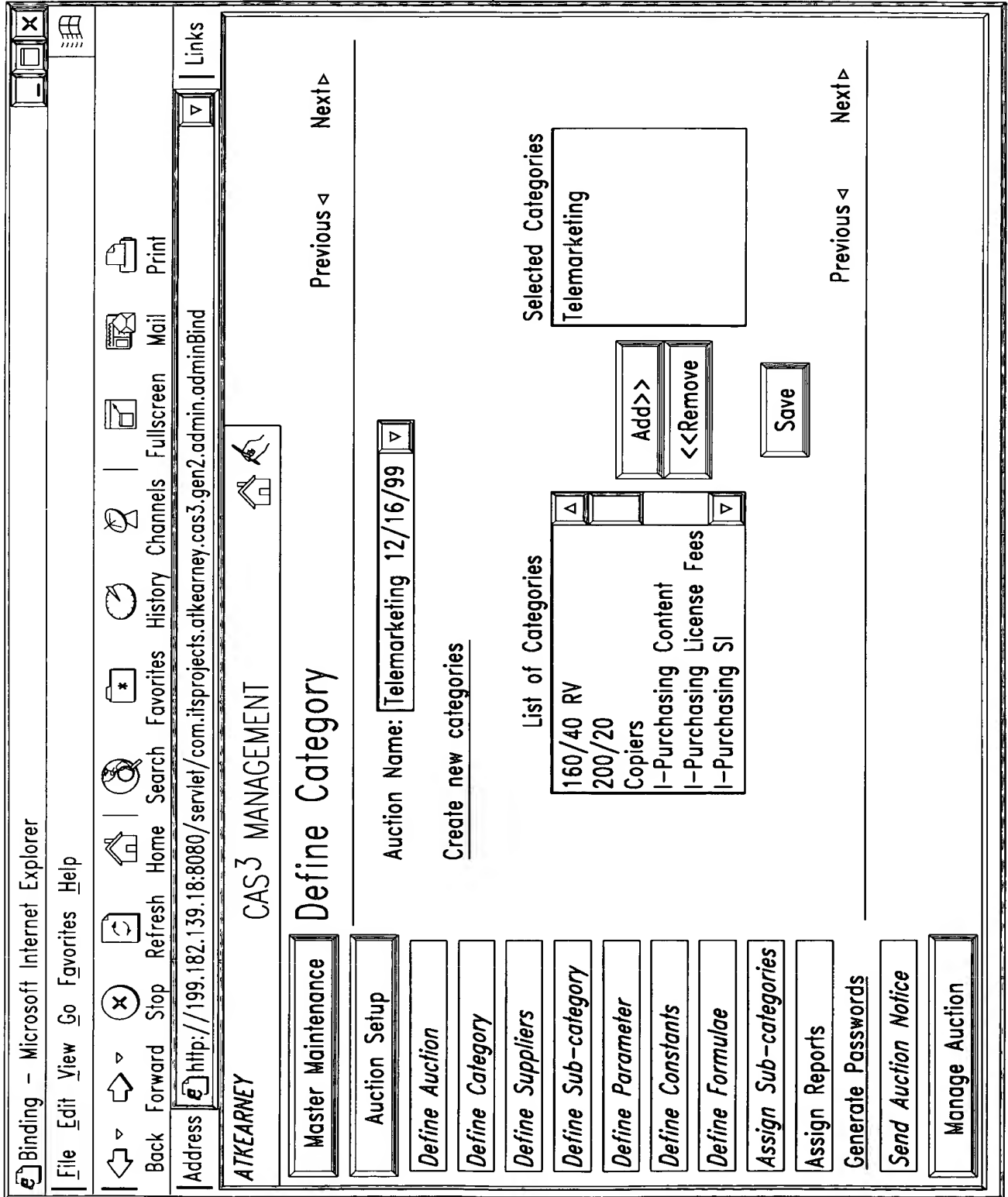
Send Auction Notice Percent better than best bid to suggest 1.0

Manage Auction Create New

Next

106

FIG. 12C



108

FIG. 13

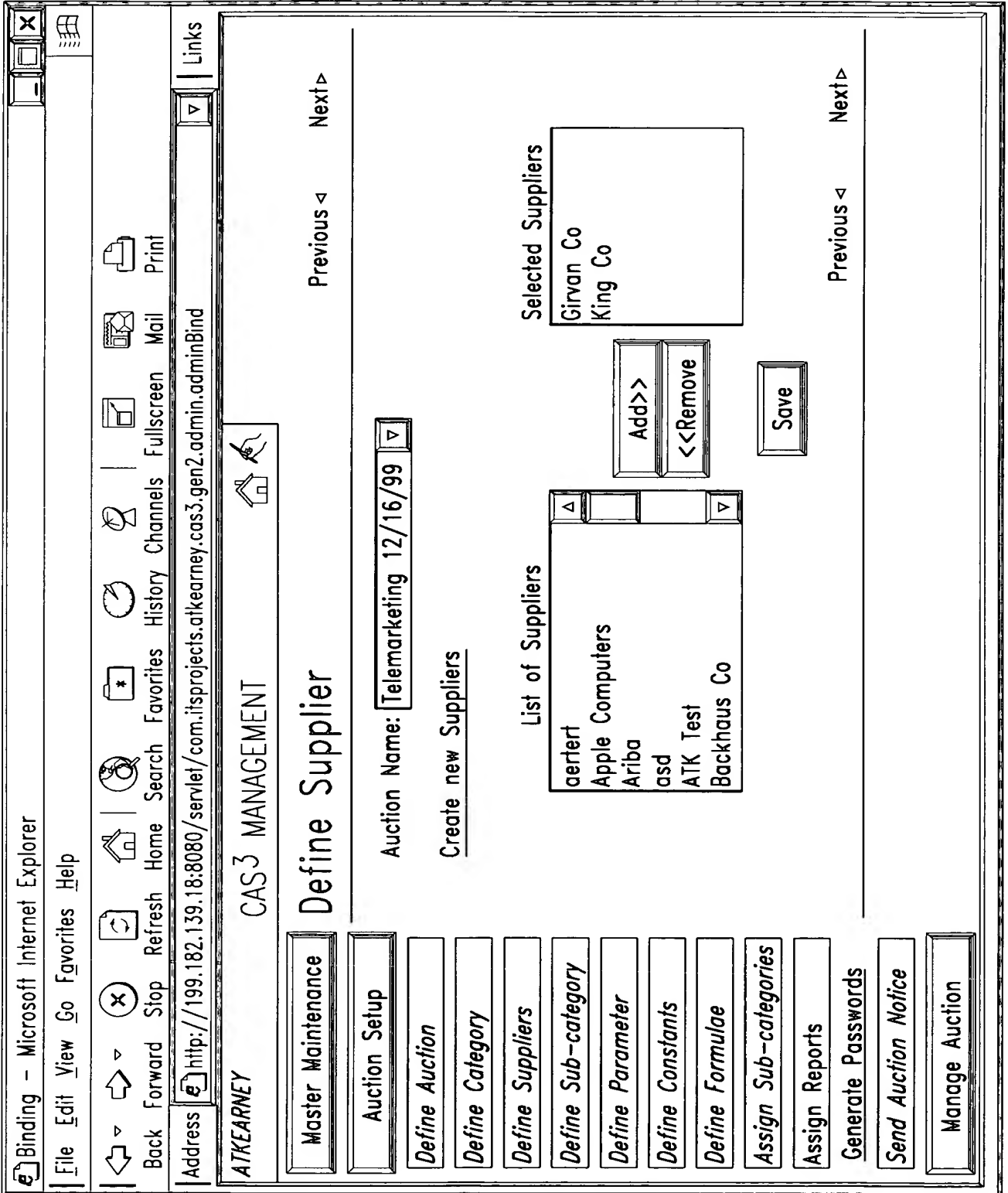


FIG. 14

110

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Sub-Category

Previous < Next >

Auction Name:

Category:

Create new Sub-category

Select	Sub-Categories	Quantity
<input checked="" type="checkbox"/>	Inbound sales	150000
<input checked="" type="checkbox"/>	Outbound sales	200000

Save

Previous < Next >

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

112

FIG. 15

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Parameter

Auction Name: Previous < Next >

Category: Sub Category:

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
<input type="checkbox"/>	Price	\$/Hr	23.5	<input type="checkbox"/>
<input type="checkbox"/>	I-Purch Lic Annual			<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
<input type="checkbox"/>	SI fixed bid			<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
<input type="checkbox"/>	Toner cost/pg			<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training	\$/Hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

114

FIG. 16A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind>

Links

ATKEARNEY

CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

<input type="checkbox"/>	Treadlife				<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate				<input type="checkbox"/>
<input type="checkbox"/>	Mant. Cost Per Page				<input type="checkbox"/>
<input type="checkbox"/>	Operating Cost Per Page				<input type="checkbox"/>
<input type="checkbox"/>	SI fixed bid				<input type="checkbox"/>
<input type="checkbox"/>	Sorter				<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter				<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost				<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page				<input type="checkbox"/>
<input type="checkbox"/>	Toner cost/pg				<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training		\$/Hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost				<input type="checkbox"/>
<input type="checkbox"/>	Treadlife				<input type="checkbox"/>
<input checked="" type="checkbox"/>	Vol. Disc. @ \$10M		%	.0	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	Vol. Disc. @ \$5M		%	.0	<input checked="" type="checkbox"/>
<input type="checkbox"/>	Warranty Cost				<input type="checkbox"/>

Save

Previous < Next >

114

FIG. 16B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Define Constants Previous < Next >

Auction Setup Auction Name: >

Define Auction Category: >

Define Category Sub Category: >

Define Suppliers Parameters: >

Define Sub-category Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours-inbound	
<input checked="" type="checkbox"/>	Total hours-outbound	200000.0
<input checked="" type="checkbox"/>	Training hours-outbound	5000.0
<input type="checkbox"/>	Training hours-inbound	

Save

Send Auction Notice

Manage Auction Previous < Next >

116

FIG. 17

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servlet/com.itprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Assign Sub-categories

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name: Telemarketing 12/16/99

Category: Telemarketing Supplier: King Co

Select

Sub-categories

Incumbent

Parameters

RFP Bid

☒

Inbound sales

☐

Price

22.5

☐

Outbound sales

☐

Price

22.5

☐

Training

15.0

☐

Vol. Disc. @ \$5M

.05

☐

Vol. Disc. @ \$10M

.1

☐

Switching Cost

5000.0

☒

Training

15.0

☐

Vol. Disc. @ \$5M

.05

☐

Vol. Disc. @ \$10M

.1

☐

Switching Cost

5000.0

Previous <

Next >

Save

Previous <

Next >

118

FIG. 18

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction

Define Formulae

Auction Name: Previous < Next >

Category:

Sub Category:

Parameters:

Parameters Operators Constants For Total Cost

None Selected

Verify formula here:

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol. Disc. @ \$10M*Price)

120

FIG. 19A

Binding - Microsoft Internet Explorer
 File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Define Formulae

Auction Name: Telemarketing 3-12/16/99

Category: Telemarketing

Sub Category: Outbound Sales

Parameters: Price

Parameters Operators Constants For Total Cost

None Selected

Verify formula here:

None Selected

Save Clear Copy Formula Paste Formula Backspace

Previous < Next >

Parameter	Formula
Price	
Training	Training*Training hours-outbound/Total hours-outbound
Vol. Disc. @ \$10M	(-Vol.Disc. @ \$10M*Price)
Vol. Disc. @ \$5M	(-Vol.Disc. @ \$5M*Price)

Previous < Next >

120

FIG. 19B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Define Formulae

Previous < Next >

Auction Name: Copiers & Printers-test

Category: Printers

Sub Category: Laser Printers

Parameters: Toner Cost Per Page

Parameters Operators Constants For Total Cost

None Selected

Verify formula here: Toner Cost Per Page * Number of Pgs/Yr/Printer

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Transportation Cost	
Warranty Cost	
Price	
Toner Cost Per Page	Toner Cost Per Page * Number of Pgs/Yr/Printer

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

120

FIG. 20A

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/serlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Define Formulae

Previous < Next >

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name: Tires 12/16/99

Category: Tires 1

Sub Category: Tire X

Parameters: Treadlife

Parameters Operators Constants For Total Cost

None Selected

None Selected

Verify formula here:

Total Miles / Treadlife * Price

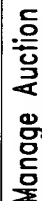
Save Clear Copy Formula Paste Formula Backspace

Previous < Next >

Parameter	Formula
Price	
Treadlife	Total Miles / Treadlife * Price

120

FIG. 20B



Backspace

(-Vol. Disc. @ \$5M # Price)

(-Vol. Disc. @ \$5M # Price)

Vol. Disc. @ \$5M

(-Vol. Disc. @ \$5M*Price)

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address http://199.182.139.18:8080/servelet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind

Links

ATKEARNEY

CAS3 MANAGEMENT

Assign Reports

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Name: Copiers & Printers-test

REPORTS:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Bids And Quartiles Crosstab	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Percentage Change Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Best Bids Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid History Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Rank Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Counts Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bid Activity Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Over Time Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall Movement Report	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Select All

GRAPHS:

Module	Buyer		Supplier	
	Normal	View Only	Normal	View Only
Best Savings Pie Chart	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Baseline High Low	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings by Supplier	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Percentage Savings for Subcategory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Select All

Previous <

Next >

120

FIG. 21A

Binding - Microsoft Internet Explorer File Edit View Go Favorites Help 		Back Forward Stop Refresh Home Search Favorites History Channels Full Screen Mail Print 																																																																																																															
Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind		Links																																																																																																															
ATKEARNEY		CAS3 MANAGEMENT																																																																																																															
Master Maintenance Auction Setup Define Auction Define Category Define Suppliers Define Sub-category Define Parameter Define Constants Define Formulae Assign Sub-categories Assign Reports Generate Passwords Send Auction Notice Manage Auction		 <table border="1"> <thead> <tr> <th>Bids Percentage Change Report</th> <th><input checked="" type="checkbox"/></th> <th><input checked="" type="checkbox"/></th> <th><input checked="" type="checkbox"/></th> <th><input checked="" type="checkbox"/></th> <th><input checked="" type="checkbox"/></th> <th><input checked="" type="checkbox"/></th> </tr> </thead> <tbody> <tr> <td>Best Bids Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Bid History Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Rank Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Bid Counts Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Bid Activity Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Bids Over Time Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Overall Movement Report</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table> <p>Select All</p> <p>GRAPHS:</p> <table border="1"> <thead> <tr> <th rowspan="2">Module</th> <th colspan="2">Buyer</th> <th colspan="2">Supplier</th> </tr> <tr> <th>Normal</th> <th>View Only</th> <th>Normal</th> <th>View Only</th> </tr> </thead> <tbody> <tr> <td>Best Savings Pie Chart</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Baseline High Low</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Savings by Supplier</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Percentage Savings for Subcategory</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Best Bid Chart</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Bid History Plot</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>Rank Chart</td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> <td><input checked="" type="checkbox"/></td> </tr> <tr> <td>Current Bid Chart</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> <tr> <td>High Low Chart</td> <td><input checked="" type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> <td><input type="checkbox"/></td> </tr> </tbody> </table> <p>Save</p> <p>Previous ◀ Next ▶</p>		Bids Percentage Change Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Best Bids Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bid History Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Rank Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bid Counts Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bid Activity Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bids Over Time Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Overall Movement Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Module	Buyer		Supplier		Normal	View Only	Normal	View Only	Best Savings Pie Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Baseline High Low	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Savings by Supplier	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Percentage Savings for Subcategory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Best Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Bid History Plot	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Rank Chart	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Current Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	High Low Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Bids Percentage Change Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>																																																																																																											
Best Bids Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Bid History Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Rank Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Bid Counts Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Bid Activity Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Bids Over Time Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Overall Movement Report	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																											
Module	Buyer		Supplier																																																																																																														
	Normal	View Only	Normal	View Only																																																																																																													
Best Savings Pie Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Baseline High Low	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Savings by Supplier	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Percentage Savings for Subcategory	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Best Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Bid History Plot	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
Rank Chart	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>																																																																																																													
Current Bid Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													
High Low Chart	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>																																																																																																													

Binding - Microsoft Internet Explorer
File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind> Links

ATKEARNEY CAS3 MANAGEMENT

Send Auction Notice
Auction Names: Copiers & Printers-test

Auction Name: Copiers & Printers-test
Description: Copy of Demo 12/16/99, with different total cost-cf
RFP No: 12345
Start Time: 12-16-1999 11:00 PM GMT
You will log on to Auction at <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login>

Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction

Previous

Sub Category B&W 100 Pgs Per Minute

Supplier	Price(Down) [\$ per unit]	Sorter(Down) 150.00 [\$per unit]	Operating Cost Per Page(Down) 0.05[\$ per page]	Maint. Cost Per Page(Down) 0.05[\$ per page]
Canon(incumbent)	9,300.00	150.00	0.05	0.045
Ricoh	9,400.00	200.00	0.045	0.05

Color

Supplier	Price(Down) 15,000.00 [\$ per unit]	Operating Cost Per Page(Down) 0.18[\$ per page]	Maint. Cost Per Page(Down) 0.07[\$ per page]
Canon(incumbent)	14,500.00	0.015	0.07
Ricoh	16,000.00	0.25	0.07

122

FIG. 22B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

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Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind>

Links

ATKEARNEY

CAS3 MANAGEMENT

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameters

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Auction Names: [Telemarketing 3-12/16/99](#)

Auction Name: [Telemarketing 3-12/16/99](#)

Description: [Telemarketing services](#)

RFP No: 1

Start Time: 12-17-1999 01:20 AM GMT

You will log on to Auction at <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.Login>

Auction For mark.com

800 No 123

End Time 12-17-1999 04:00 AM GMT

Send Auction Notice

Category: Telemarketing

Sub Category: Inbound sales

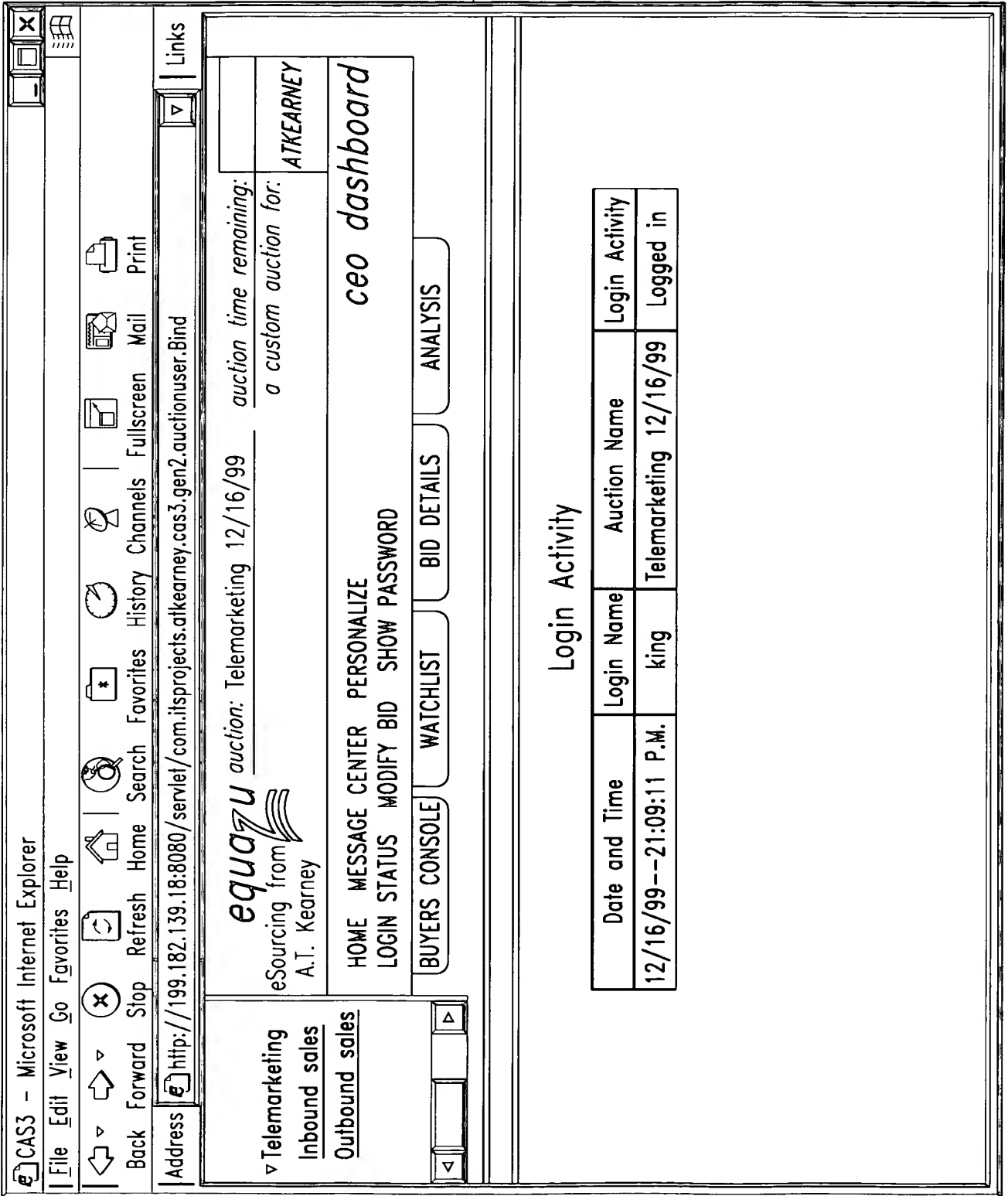
Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Sub Category: Outbound sales

Supplier	Price(Down) 23.50[\$/Hr]	Training(Down) 14.50[\$/Hr]	Vol. Disc. @ \$5M(Up) 0.00[%]	Vol. Disc. @ \$10M(Up) 0.00[%]
Girvan Co (incumbent)	23.50	14.50	0.00	0.00
King Co	22.50	15.00	0.05	0.10

Send Auction Notice

Previous <

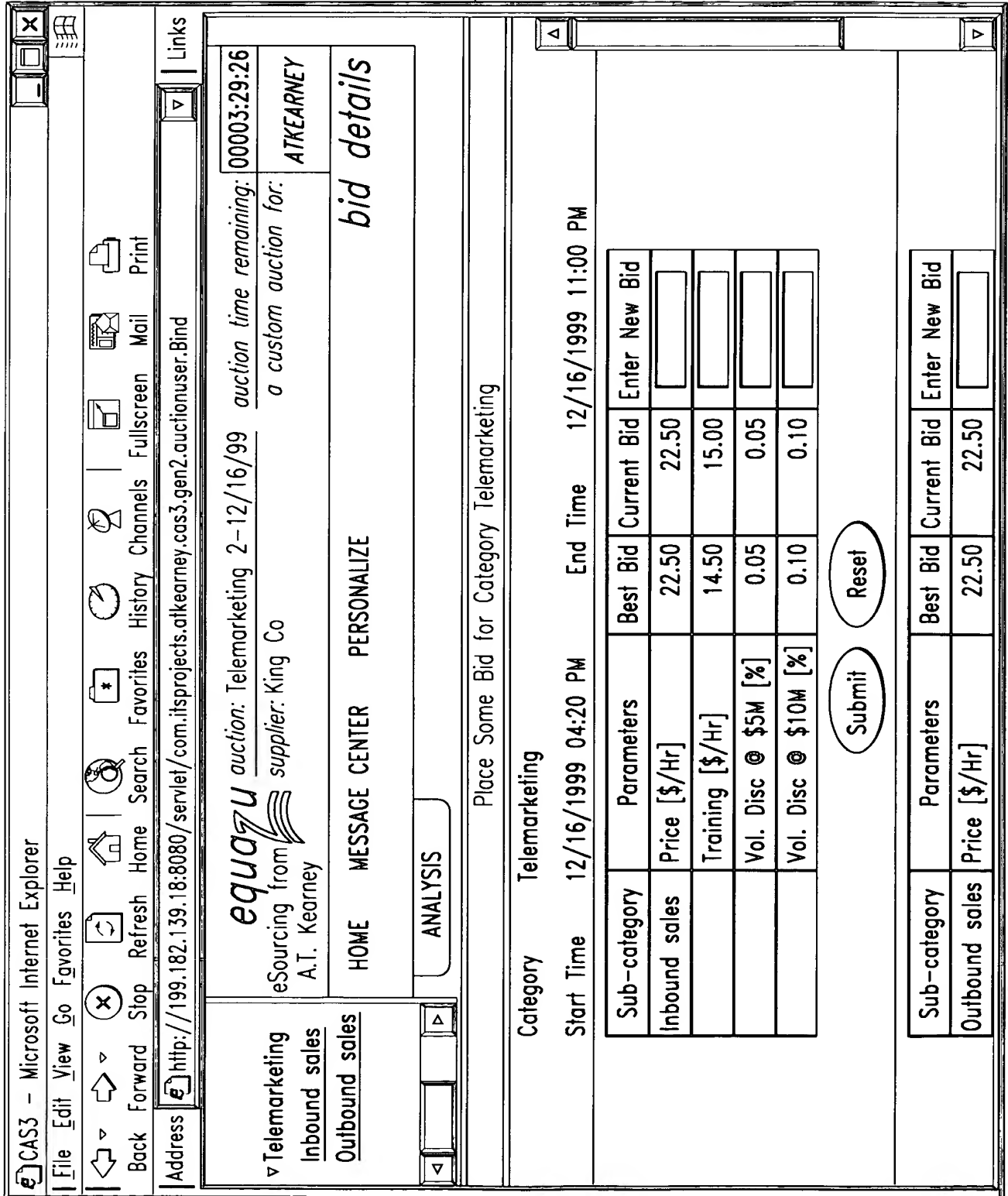


124

FIG. 23

Save

126



CAS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind>

		auction: Telemarketing 2-12/16/99 <i>auction time remaining:</i> 00003:28:23 <i>a custom auction for:</i> ATKEARNEY	
eSourcing from A.T. Kearney			
HOME	MESSAGE CENTER	PERSONALIZE	<i>bid details</i>

ANALYSIS

Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$/Hr]	22.50	22.50	
	Training [\$/Hr]	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

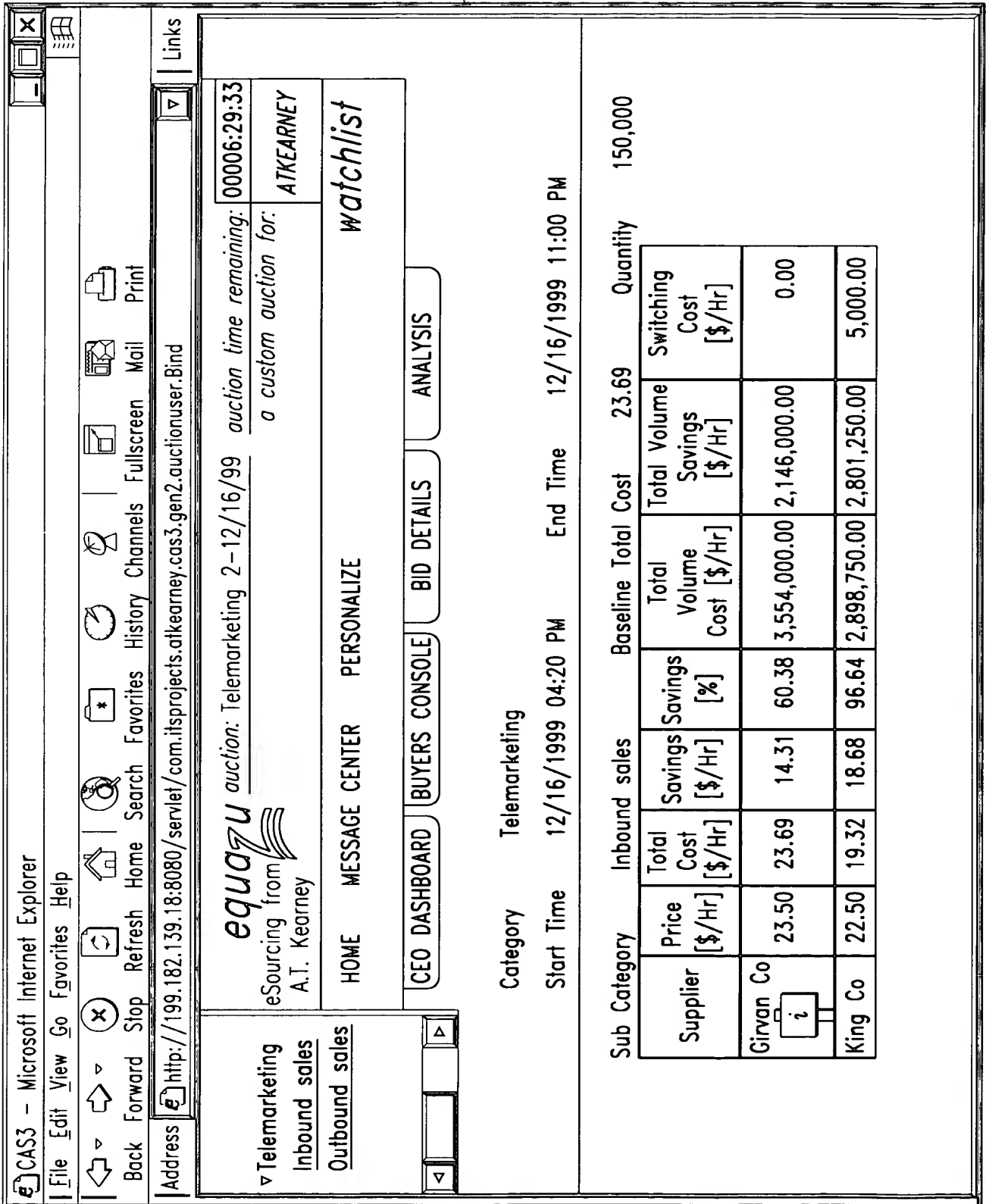
Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price [\$/Hr]	22.50	22.50	
	Training [\$/Hr]	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

FIG. 25B

FIG. 26

<p>CAS3 - Microsoft Internet Explorer</p> <p>File Edit View Go Favorites Help</p> <p>Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print</p> <p>Address http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind</p>		<p>eQuator auction: Telemarketing 2-12/16/99 auction time remaining: 00006:31:11 eSourcing from A.T. Kearney a custom auction for: ATKEARNEY</p>	
<p>Home MESSAGE CENTER PERSONALIZE ceo dashboard</p>			
<p>BUYERS CONSOLE WATCHLIST BID DETAILS ANALYSIS</p>			
<p>Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM</p>			
<p>Categories</p>		Total Savings	
<p>Telemarketing</p>		Girvan Co King Co	Best Savings %
<p>Total Savings 4,973,500.00 6,501,250.00</p>		6,501,250.00	78.08
<p>Adjustments</p>		500000	78.08
<p>Final Savings</p>		7001250	



132

FIG. 27

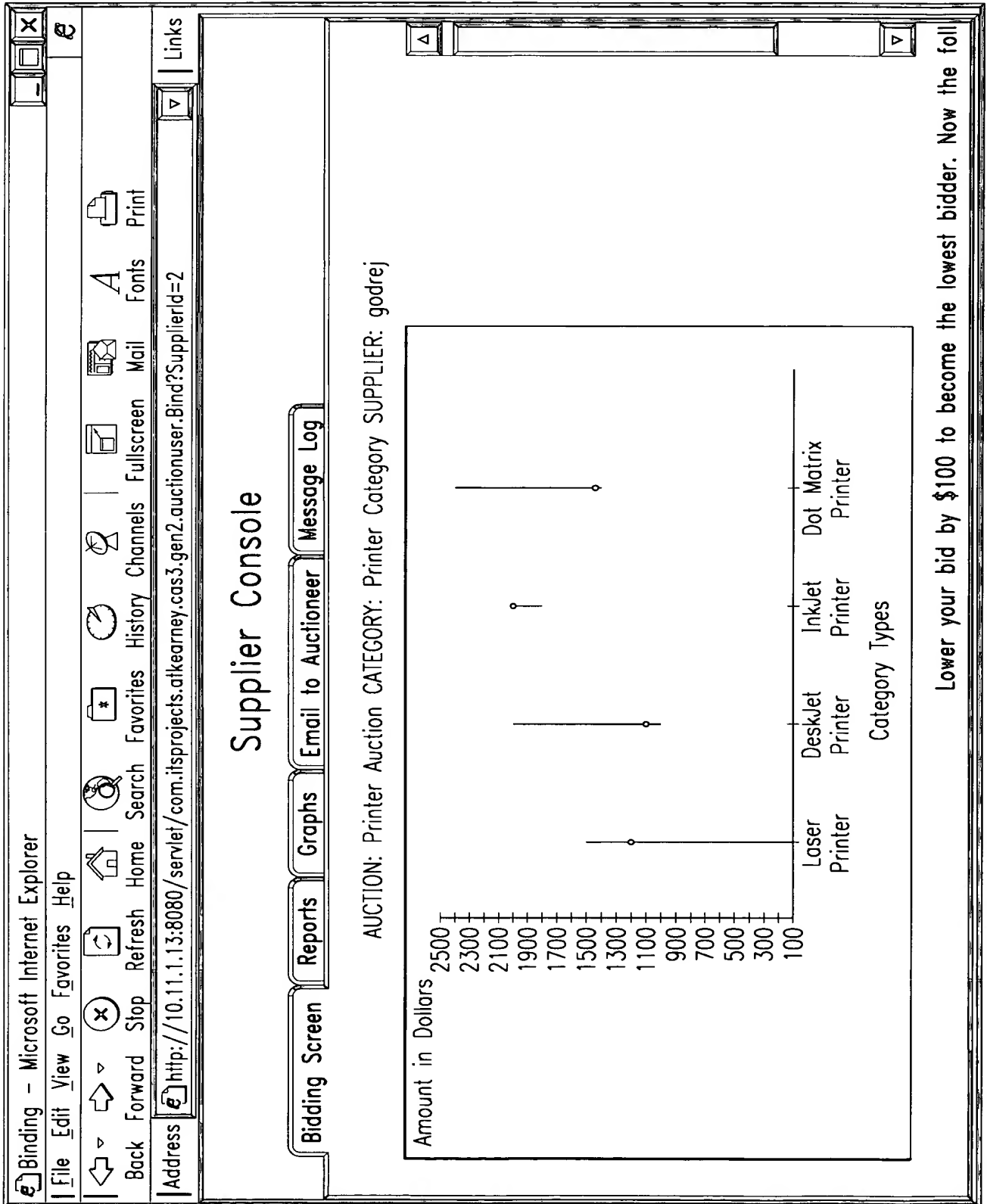


FIG. 28

FIG. 29

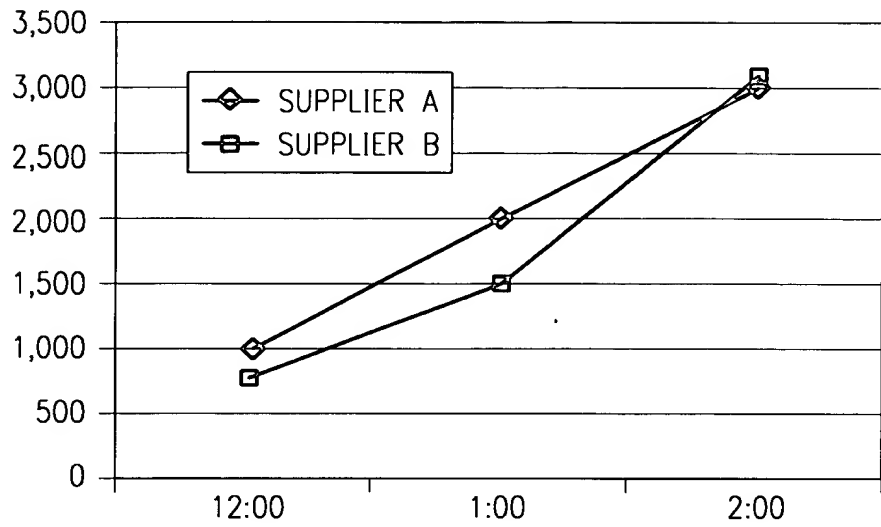


FIG. 30

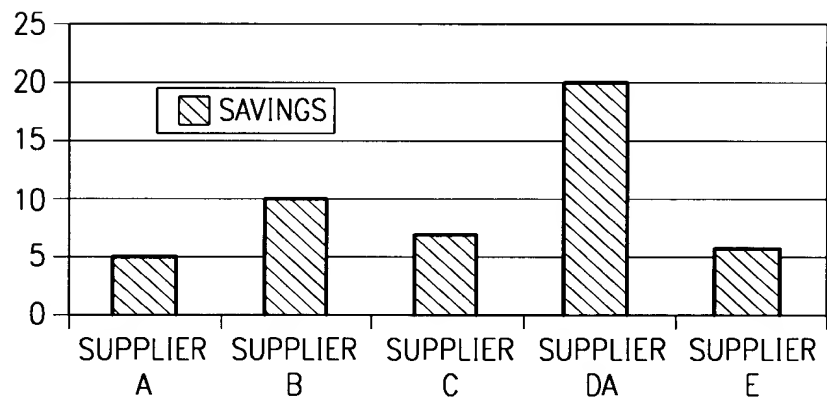
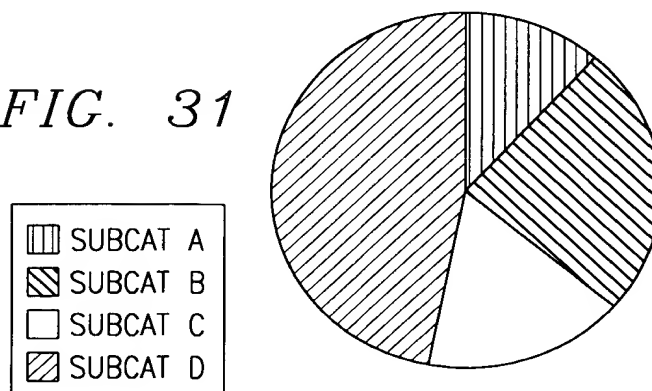


FIG. 31



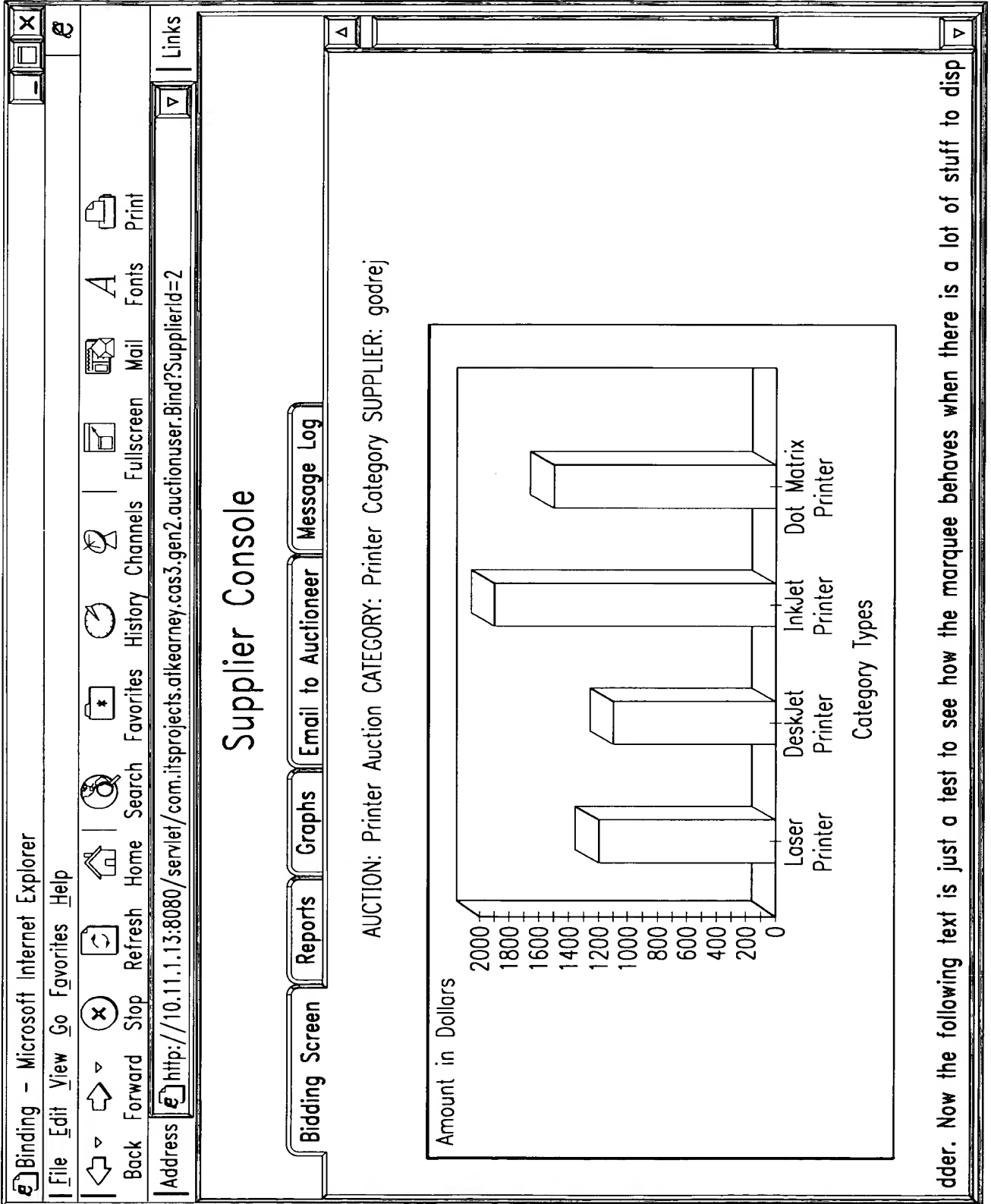


FIG. 32

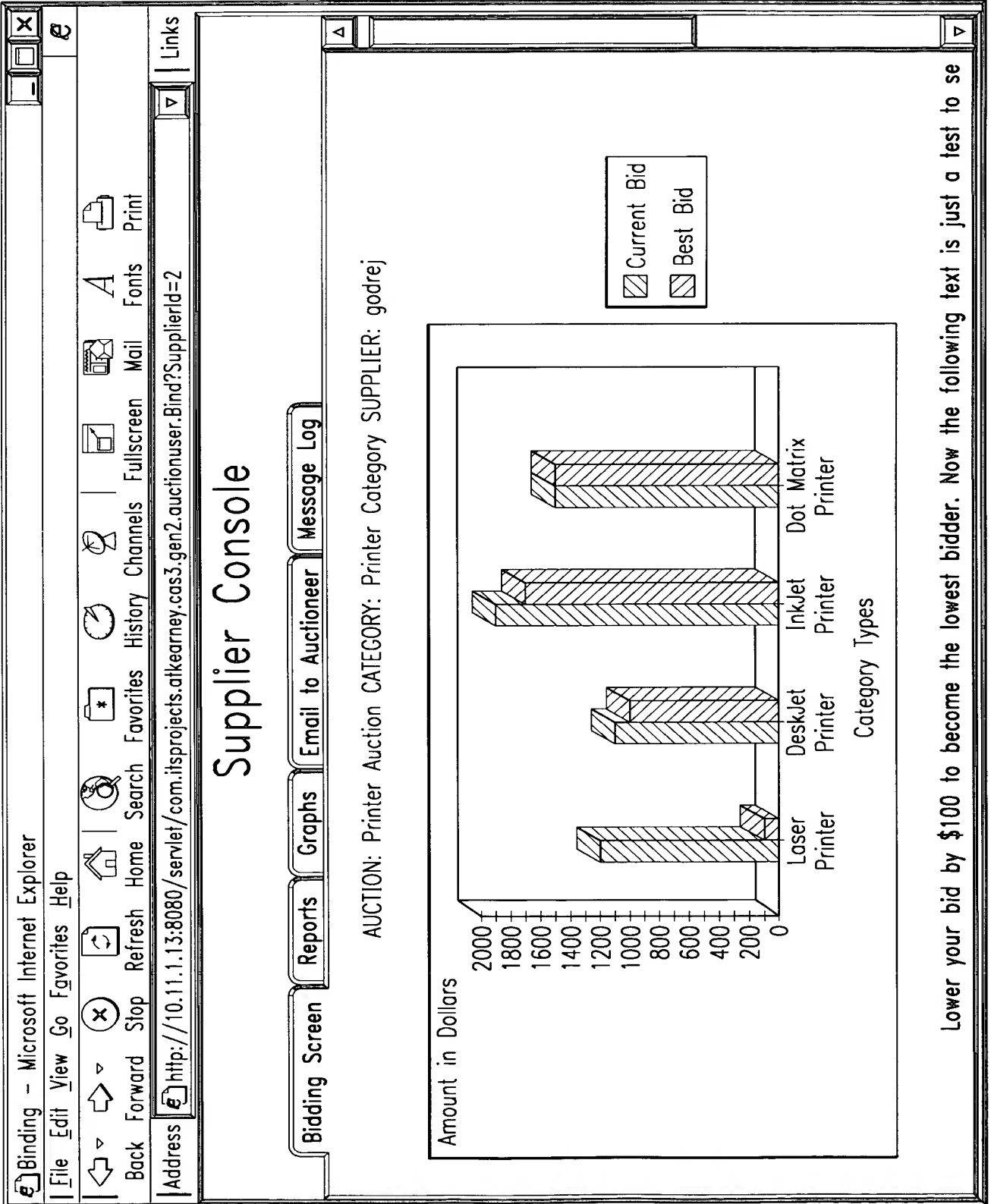
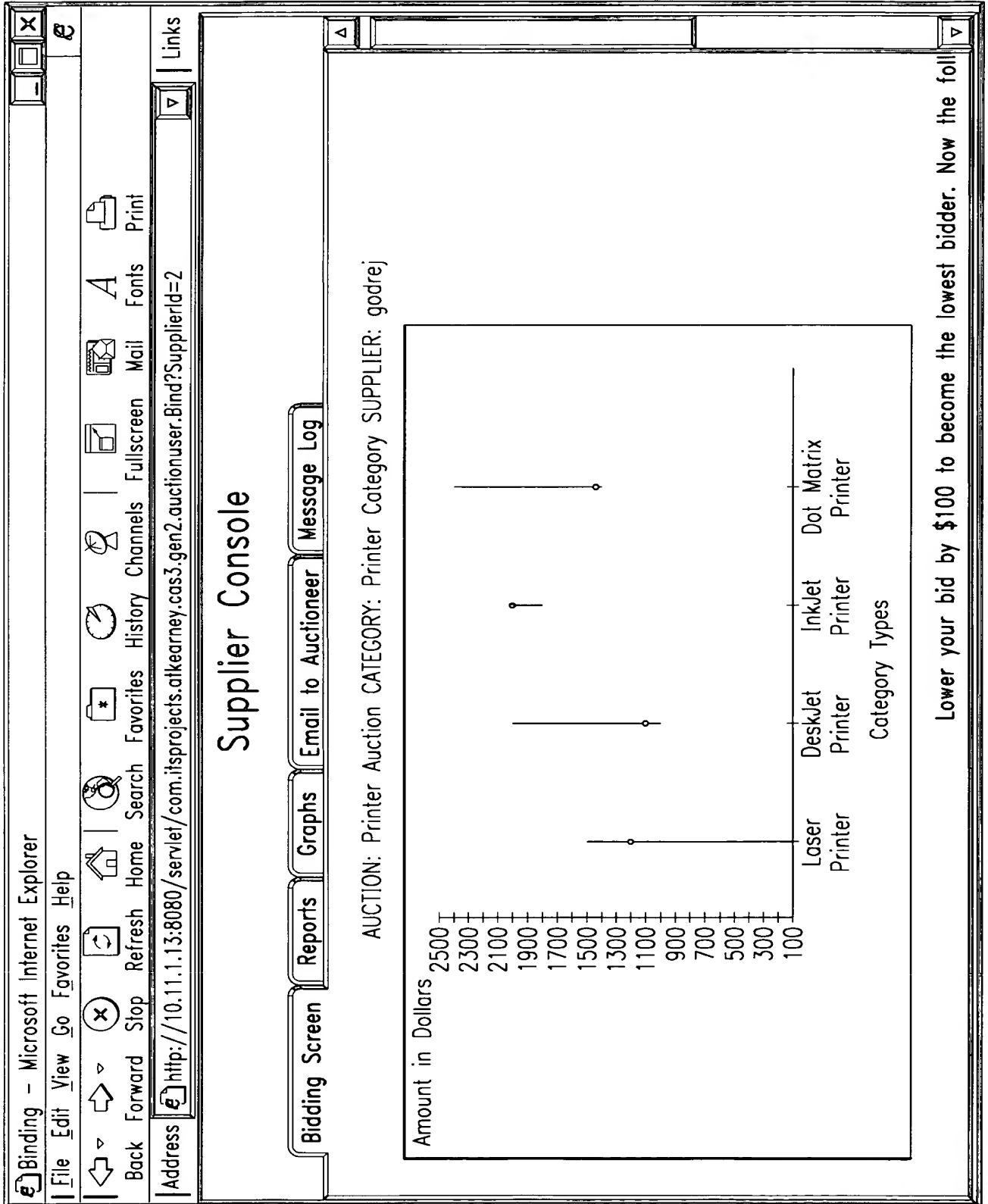


FIG. 33

FIG. 34



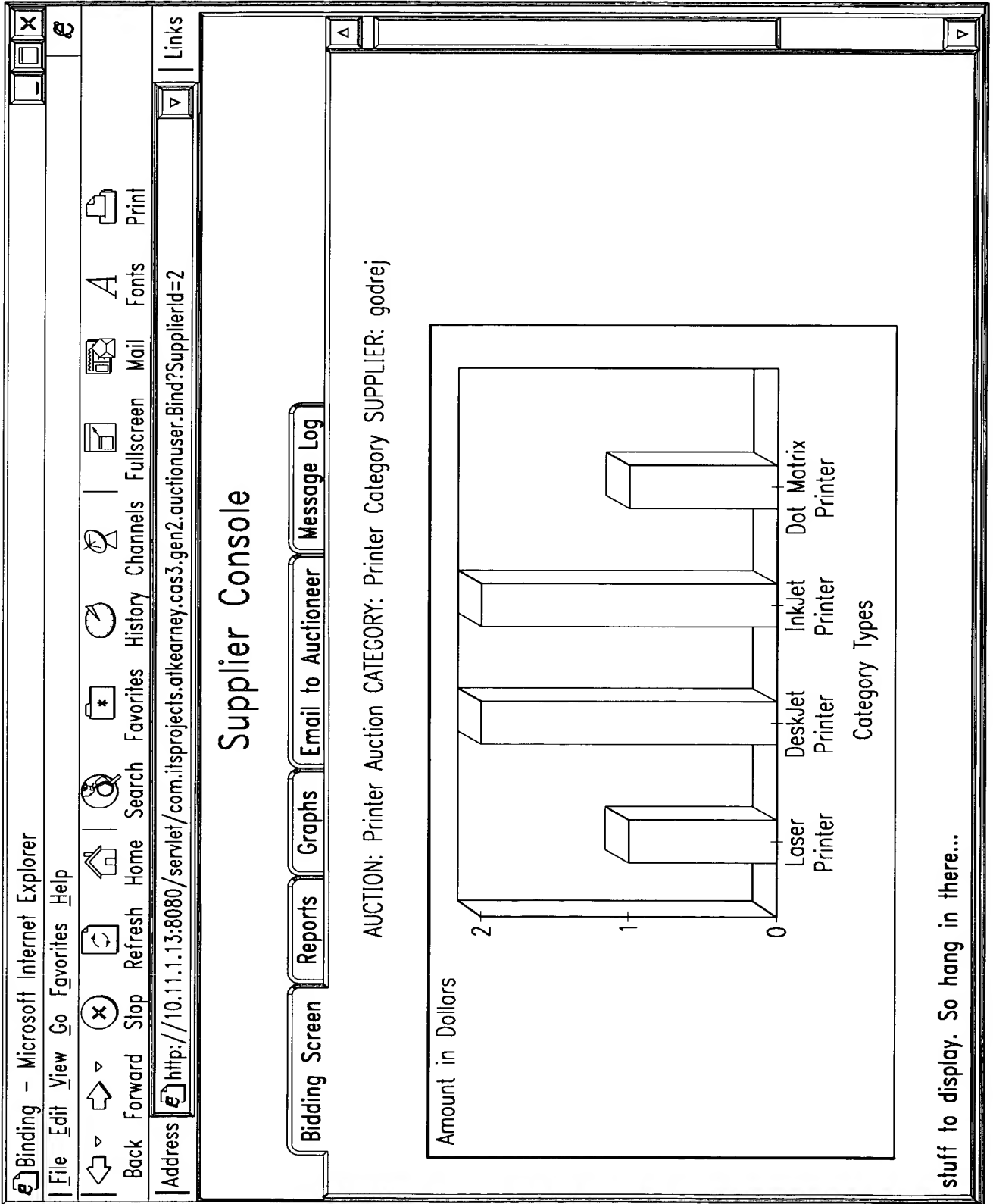


FIG. 35

